

Message Text

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R 220221Z APR 74

FM AMEMBASSY TOKYO

TO W H STEVENSON REGIONAL DIRECTOR NATIONAL MARINE
FISHERIES SERVICE DUVAL BUILDING 9450 GANDY BLVD ST PETERSBURG
FLORIDA
INFO SECSTATE WASHDC 1414

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E.O. 11652: N/A

TAGS: EFIS

SUBJECT: DISCUSSIONS HELD WITH JAPANESE FIRM ON UPCOMING NEW ORLEANS
FISHERIES MEETING

PASS NATIONAL MARINE FISHERIES SERVICE, WASHDC

1. ED SMITH, NATIONAL MARINE FISHERIES ICE, NOAA, DEPT. OF
COMMERCE, AND REGIFISHATT MET WITH REPRESENTATIVES OF KIBUN, A MAJOR
PRODUCER OF SPECIALIZED FISHERY PRODUCTS, ON APRIL 17 TO DISCUSS
MEETING SCHEDULED TO BE HELD IN NEW ORLEANS, MAY 3, BETWEEN JAPANESE
AND U.S. FISH PRODUCERS SPONSORED BY NATIONAL MARINE FISHERIES
SERVICE. ABOUT 10 SENIOR MEMBERS OF FIRM HEADED BY VICE
PRESIDENT, INCLUDING A LAWYER FROM HAWAII REPRESENTING FIRM,
ATTENDED MEETING.

2. KIBUN HAD REQUESTED MEETING TO DISCUSS WITH SMITH CURRENT
STATUS OF U.S. CROAKER FISHERY AND MARKET CONDITIONS. TOPICS DIS-
CUSSED INCLUDED CURRENT U.S. PRICES FOR YELLOW CROAKER, AVAILABILITY
OF SUPPLY, NUMBERS OF FISHERMEN ENGAGED IN FISHERY, U.S. PARTICIPANTS
TO MEETING, POTENTIAL FOR MARKETING BY-PRODUCTS, SUCH A FISH
MEAL, FROM SURIMI (MINCED FISH MEAT) OPERATION, U.S. LAWS RELATING
TO POLLUTION CONTROL, ETC.

3. KIBUN WAS PARTICULARLY INTERESTED IN PRICES. SMITH STATED
CURRENT PRICE FOR SMALL YELLOW CROAKER FOR FOOD FISH MARKET
WAS 14 CENTS/LB. THIS SEEMED TO SURPRISE KIBUN SINCE IT
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HAD BEEN LED TO BELIEVE PRICE MUCH LOWER. KIBUN CONSIDERS

THIS PRICE TOO HIGH. IN A SEPARATE CONVERSATION (TELECON),
SUZUKI OF KAMABOKO ASSOCIATION ALSO EXPRESSED SAME VIEW.

4. ON APRIL 19, REGFISHATT ARRANGED INTRODUCTORY MEETING BETWEEN
KIBUN AND EMBASSY EMPLOYEE YOSHIO NASAKA (LOCAL) WHO WILL BE PARTI-
CIPATING IN NEW ORLEANS MEETING. REGFISHATT'S IMPRESSIINS OF THIS
MEETING AND EARLIER APRIL 17 MEETING WILL BE COVERED IN LETTER TO
FOLLOW.

5. KIBUN WILL BE REPRESENTED AT NEW ORLEANS MEETING BY FOLLOWING
SEVEN MEMBERS:

KAZUMIYA KOMATSU, DIRECTOR OF RESEARCH
KATSUNORI RYU, DIRECTOR AND PROCUREMENT MANAGER
JOJI ISHIJIMA, PROJECT MANAGER
HIROAKI OGAWA, PROJECT MANAGER
GEORGE MASAKI, PRESIDENT, TAISEI TRADING COMPANY
TAKENOUCH8, KIBUN REPRESENTATIVE IN LOS ANGELES
HERBERT SASAKI, HATTIESBURG, MISS.

6. FYI CURRENT PRICE OF FIRST-GRADE FROZEN SURIMI IMPORTED
FROM TAIWAN IS C&F YOKOHAMA \$1.10-1.15 PER/KG. DOMESTIC PRICES
FOR ROUND, CHILLED WHOLE FISH ARE AS FOLLOWS:

WHITE CROAKER (SHIRO GUCHI) -- 240 YEN/KG
YELLOW CROAKER (KIGUCHI) -- 220 YEN/KG
CROAKER (NIBE) -- 350 YEN/KG

7. AT CURRENT EXCHANGE RATE OF 275 YEN PER ONE U.S. DOLLAR, THEY
WOULD BE APPROXIMATELY EQUIVALENT IN CENTS PER POUND TO FORTY (40),
THIRTY-SIX (36), AND FIFTY-EIGHT (58) CENTS, RESPECTIVELY.
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